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KUTOL Products Company Holds Manufacturer Rep Summit

August 1, 2012 -- Kutol Products Company recently concluded a two-day summit with senior representatives from five of its manufacturing rep agencies. Attending the summit were: Craig Miller, Apex; John Whitaker, Flow-Tex; Peter Henson, Henson Sales Group; Jim Osborne, Osborne Group; and Scott Shannon, Source One Sales. The event was designed to share short-term and long-term company strategies and obtain feedback from those who interact on a regular basis with distributors and end-users.

“We place a lot of value on our discussions with our manufacturer reps, and always walk away with some key insights,” notes Joe Rhodenbaugh, president of Kutol Products Company. “We want to make sure that Kutol focuses on projects and initiatives that will most benefit our end users, valued customers, and partners, as well as Kutol teammates.”

Obtaining feedback from key manufacturer rep firms enables Kutol Products Company to make tactical adjustments in its strategic direction and guarantees alignment for initiatives throughout its distribution channel.

“Kutol appreciates the valuable insights and feedback our manufacturing rep attendees provided during our summit,” adds Bob Bernet, vice president of sales for

Kutol. “We feel it is essential that our sales partners are included in our planning and strategic decision-making process and are grateful for their time and perspectives.”

KUTOL Products Company is a leading manufacturer of commercial hand hygiene products and has international distribution. The company manufactures 100% of its products in its LEED Silver Certified, FDA-registered facility in Sharonville, Ohio, following the most stringent government guidelines.

About KUTOL Products Company

Since 1912, KUTOL Products Company has enjoyed an excellent reputation for providing **quality hand soap, HAND HYGIENE products, and soap dispensing systems** for commercial use. From manufacturing facilities and industrial plants, to healthcare and food service facilities, to office and school restrooms, KUTOL offers **hand cleaning products** for every need, and systems that stand up under the heaviest usage. The company manufactures 100% of its products in its LEED Silver Certified, FDA-registered facility in Sharonville, Ohio, following the most stringent government guidelines.

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Attending the recent Manufacturer Rep Summit at Kutol Products Company are Mark Dardy, national sales manager at Kutol; John Osborne, Osborne Group; Dan Renner, director of marketing, Kutol; Bob Bernet, vice-president of sales, Kutol; Peter Henson, Henson Sales Group; Joe Rhodenbaugh, president, Kutol; Craig Miller, Apex; John Whitaker, Flow-Tex; and Scott Shannon, Source One Sales.